

region, market

All

customer

All

category, product, di...

All

2018

2019

2020

2021

2022 ...

Q1

Q2

Q3

Q4

Benchmark

vs LY

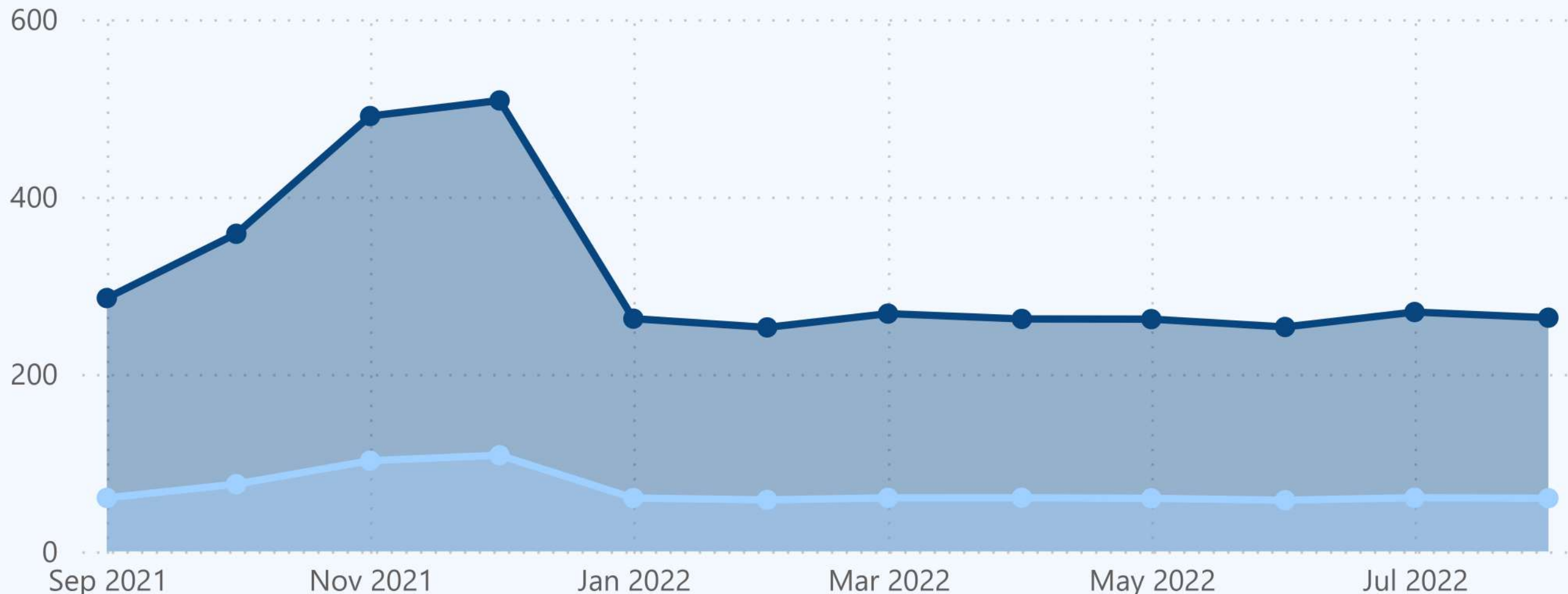
vs Target

YTD

YTG

Net Sales Performance Over Time

● Selection ● vs BM



Top / Bottom Products & Customers Net Sales

Primary Parameter

● region

○ segment

Secondary Parameter

● market

○ product

region

P & L values

P & L

Chg%

⊕ NA

1,022.09

474.40

⊕ LATAM

14.82

368.40

⊕ APAC

1,923.77

335.27

⊕ EU

775.48

286.26

Profit and Loss Statement

Line Item	2022 EST	BM	Chg	Chg %
Gross Sales	7,370.14	1,664.64	5,705.50	342.75
Pre Invoice Deduction	1,727.01	392.50	1,334.51	340.00
Net Invoice Sales	5,643.13	1,272.13	4,370.99	343.59
- Post Discounts	1,243.54	281.64	961.90	341.54
- Post Deductions	663.42	166.65	496.77	298.09
Total Post Invoice Deduction	1,906.95	448.29	1,458.67	325.39
Net Sales	3,736.17	823.85	2,912.32	353.50
- Manufacturing Cost	2,197.28	497.78	1,699.50	341.42
- Freight Cost	100.49	22.05	78.43	355.64
- Other Cost	15.52	3.39	12.14	358.03
Total COGS	2,313.29	523.22	1,790.07	342.13
Gross Margin	1,422.88	300.63	1,122.25	373.30
Gross Margin %	38.08	36.49	1.59	4.37
GM / Unit	15.76	5.99	9.77	162.95
Operational Expenses	-1,945.30	-355.28	-1,590.02	447.54
Net Profit	-522.42	-54.65	-467.77	855.93